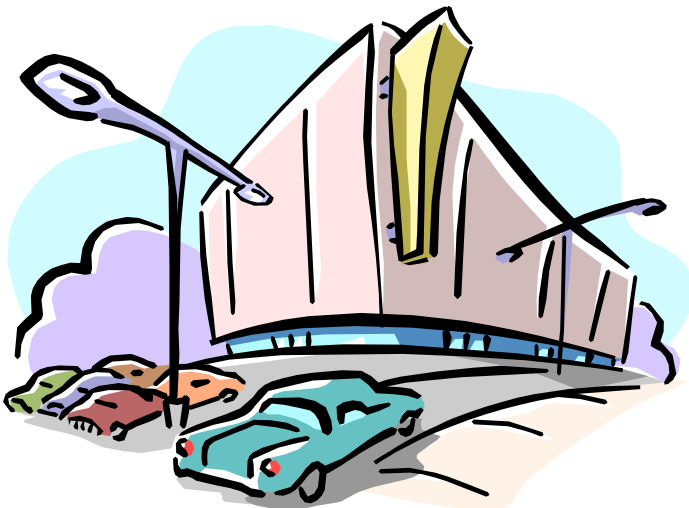


# RETAIL TRADE



Maryland  
Department of Labor, Licensing and Regulation  
Division of Workforce Development  
Office of Workforce Information and Performance  
1100 N. Eutaw Street, Room 316  
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## **Retail Trade Cluster**

### **What is included in the Retail Trade Cluster?**

The Retail Trade Cluster comprises establishments engaged in retailing merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. Retailing is the final step in the distribution of goods to consumers. The Retail Trade Cluster includes all of the industry groups that comprise the North American Industry Classification System (NAICS) sector of Retail Trade. The sector is composed of two main types of retailers: store and nonstore retailers.

**Store Retailers** operate fixed point-of-sale locations, designed to attract a high volume of walk-in customers. They typically sell goods to the general public for personal or household consumption, but some also serve business and institutional clients. In addition to retailing merchandise, some types of store retailers also provide after-sales services such as installation and repair. Store retailers include:

#### **NAICS**

- **4411** Automobile dealers
- **4412** Other motor vehicle dealers
- **4413** Auto parts, accessories, and tire stores
- **4421** Furniture stores
- **4422** Home furnishings stores
- **4431** Electronics and appliance stores
- **4441** Building material and supplies dealers
- **4442** Lawn and garden equipment and supplies stores
- **4451** Grocery stores
- **4452** Specialty food stores
- **4453** Beer, wine, and liquor stores
- **4461** Health and personal care stores
- **4471** Gasoline stations
- **4481** Clothing stores
- **4482** Shoe stores
- **4483** Jewelry, luggage, and leather goods stores
- **4511** Sporting goods and musical instrument stores
- **4512** Book, periodical, and music stores
- **4521** Department stores
- **4529** Other general merchandise stores
- **4531** Florists
- **4532** Office supplies, stationery, and gift stores
- **4533** Used merchandise stores
- **4539** Other miscellaneous store retailers

**Nonstore Retailers** also cater to the general public, but reach their customers and market merchandise using different methods than store retailers. Broadcast advertising and “infomercials”, published direct-response advertising, paper and electronic catalogs, door-to-door sales, vending machines, street vendors (except food), and direct (nonstore) sale and delivery of products typify the business practices of nonstore retail establishments. This group includes:

**NAICS**

- **4541** Electronic shopping and mail-order houses
- **4542** Vending machine operators
- **4543** Direct selling establishments

For additional descriptive information on NAICS, go to [www.census.gov/epcd/naics02/](http://www.census.gov/epcd/naics02/)

This publication was developed using data from the Quarterly Census of Employment and Wages (ES 202) and from the Occupational Employment Statistics (OES) Programs.

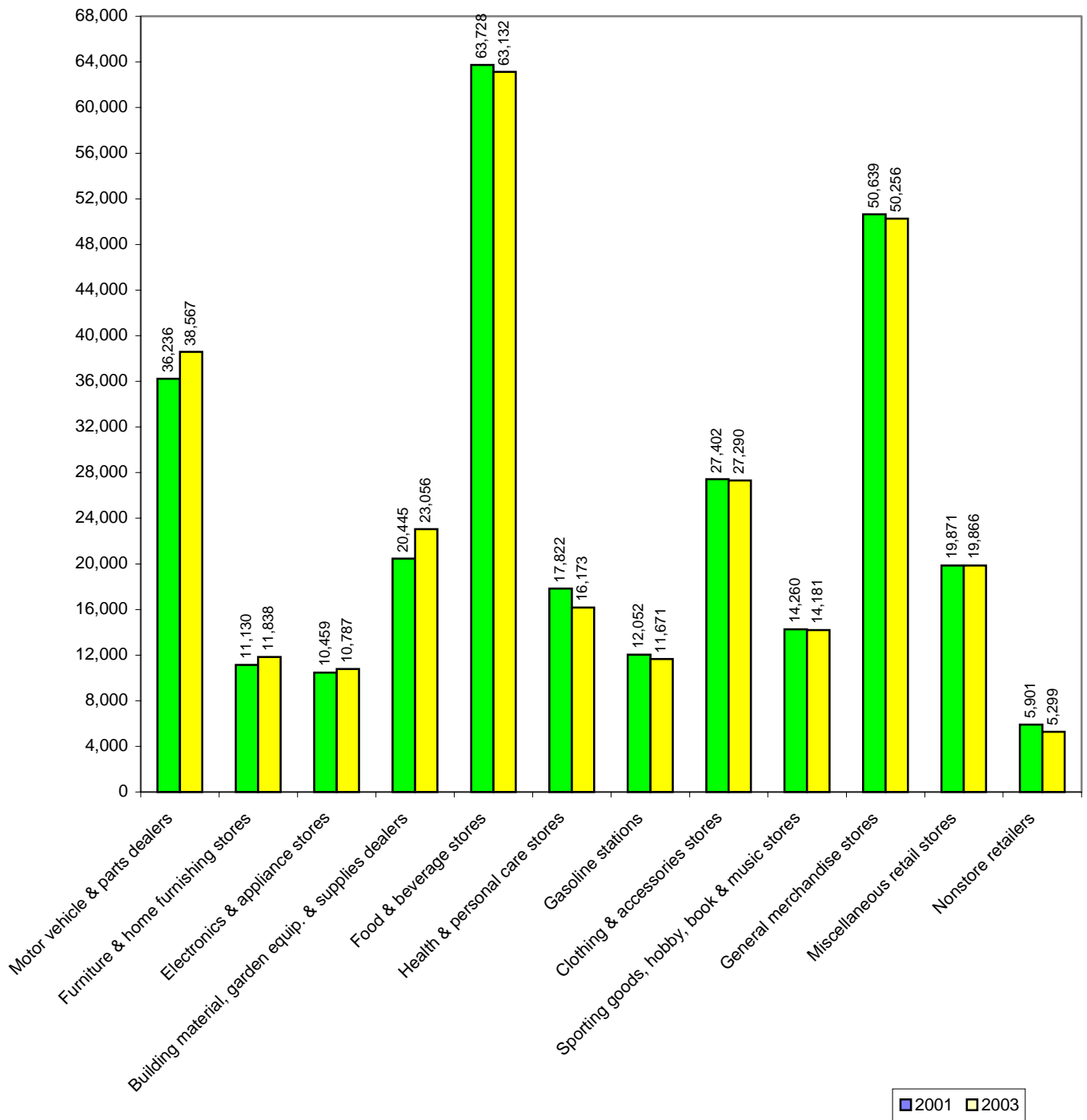
**Maryland**  
**Employment and Wages in the Retail Trade Cluster Industries**

| NAICS | Industry Description  | Employment     |                | Payroll                |                        | Average<br>Wkly Wage<br>2003 | Industry<br>Share of<br>Cluster |
|-------|---|----------------|----------------|------------------------|------------------------|------------------------------|---------------------------------|
|       |   | 2001           | 2003           | 2001                   | 2003                   |                              |                                 |
|       | <b>Retail Trade</b>   | <b>292,154</b> | <b>293,484</b> | <b>\$6,909,816,305</b> | <b>\$7,414,773,497</b> | <b>\$486</b>                 | <b>100.0</b>                    |
|       | <b>Store Retailers</b>  | <b>284,044</b> | <b>286,817</b> | <b>6,627,463,627</b>   | <b>7,160,229,421</b>   | <b>480</b>                   | <b>97.7</b>                     |
|       | <b>Motor Vehicle and Parts Dealers</b>                              | <b>36,236</b>  | <b>38,567</b>  | <b>1,429,041,874</b>   | <b>1,575,423,759</b>   | <b>786</b>                   | <b>13.1</b>                     |
| 4411  | Automobile dealers  | 25,579         | 27,320         | 1,127,975,510          | 1,238,689,699          | 872                          | 9.3                             |
| 4412  | Other motor vehicle dealers   | 2,463          | 2,635          | 79,067,358             | 91,379,660             | 667                          | 0.9                             |
| 4413  | Auto parts, accessories & tire stores                               | 8,194          | 8,612          | 221,999,006            | 245,354,400            | 548                          | 2.9                             |
|       | <b>Furniture and Home Furnishing Stores</b>                         | <b>11,130</b>  | <b>11,838</b>  | <b>326,254,826</b>     | <b>366,522,386</b>     | <b>595</b>                   | <b>4.0</b>                      |
| 4421  | Furniture stores  | 6,009          | 6,599          | 190,932,840            | 212,583,203            | 620                          | 2.2                             |
| 4422  | Home furnishing stores  | 5,121          | 5,239          | 135,321,986            | 153,939,183            | 565                          | 1.8                             |
| 4431  | <b>Electronics and Appliance Stores</b>                             | <b>10,459</b>  | <b>10,787</b>  | <b>388,812,504</b>     | <b>392,363,470</b>     | <b>699</b>                   | <b>3.7</b>                      |
|       | <b>Building Material, Garden Equipment<br/>and Supplies Dealers</b> | <b>20,445</b>  | <b>23,056</b>  | <b>564,904,037</b>     | <b>654,133,010</b>     | <b>546</b>                   | <b>7.9</b>                      |
| 4441  | Building material and supplies dealers                              | 17,140         | 19,905         | 495,167,373            | 581,156,739            | 561                          | 6.8                             |
| 4442  | Lawn, garden equip. & supplies stores                               | 3,305          | 3,151          | 69,736,664             | 72,976,271             | 445                          | 1.1                             |
|       | <b>Food and Beverage Stores</b>                                     | <b>63,728</b>  | <b>63,132</b>  | <b>1,377,028,812</b>   | <b>1,478,905,385</b>   | <b>450</b>                   | <b>21.5</b>                     |
| 4451  | Grocery stores  | 53,505         | 52,958         | 1,167,136,210          | 1,245,333,886          | 452                          | 18.0                            |
| 4452  | Specialty food stores   | 4,439          | 4,250          | 92,682,527             | 97,182,994             | 440                          | 1.4                             |
| 4453  | Beer, wine & liquor stores  | 5,784          | 5,924          | 117,210,075            | 136,388,505            | 443                          | 2.0                             |
| 4461  | <b>Health and Personal Care Stores</b>                              | <b>17,822</b>  | <b>16,173</b>  | <b>432,195,424</b>     | <b>436,494,726</b>     | <b>519</b>                   | <b>5.5</b>                      |
| 4471  | <b>Gasoline Stations</b>  | <b>12,052</b>  | <b>11,671</b>  | <b>211,110,925</b>     | <b>216,187,431</b>     | <b>356</b>                   | <b>4.0</b>                      |
|       | <b>Clothing and Accessories Stores</b>                              | <b>27,402</b>  | <b>27,290</b>  | <b>434,423,803</b>     | <b>449,559,603</b>     | <b>317</b>                   | <b>9.3</b>                      |
| 4481  | Clothing stores   | 19,725         | 19,662         | 286,434,191            | 296,495,130            | 290                          | 6.7                             |
| 4482  | Shoe stores   | 4,232          | 4,173          | 63,065,456             | 64,212,972             | 296                          | 1.4                             |
| 4483  | Jewelry, luggage & leather goods stores                             | 3,445          | 3,455          | 84,924,156             | 88,851,501             | 495                          | 1.2                             |
|       | <b>Sporting Goods, Hobby, Book<br/>and Music Stores</b>             | <b>14,260</b>  | <b>14,181</b>  | <b>234,767,303</b>     | <b>261,387,299</b>     | <b>354</b>                   | <b>4.8</b>                      |
| 4511  | Sporting gds, hobby & musical instr. stores                         | 9,428          | 9,454          | 158,249,640            | 179,610,446            | 365                          | 3.2                             |
| 4512  | Books, periodical & music stores                                    | 4,832          | 4,727          | 76,517,663             | 81,776,853             | 333                          | 1.6                             |
|       | <b>General Merchandise Stores</b>                                   | <b>50,639</b>  | <b>50,256</b>  | <b>834,108,907</b>     | <b>924,863,838</b>     | <b>354</b>                   | <b>17.1</b>                     |
| 4521  | Department stores   | 39,344         | 37,844         | 623,526,191            | 667,310,398            | 339                          | 12.9                            |
| 4529  | Other general merchandise stores                                    | 11,295         | 12,412         | 210,582,716            | 257,553,440            | 399                          | 4.2                             |
|       | <b>Miscellaneous Retail Stores</b>                                  | <b>19,871</b>  | <b>19,866</b>  | <b>394,815,212</b>     | <b>404,398,514</b>     | <b>391</b>                   | <b>6.8</b>                      |
| 4531  | Florists  | 2,617          | 2,487          | 40,358,336             | 39,401,727             | 305                          | 0.8                             |
| 4532  | Office supplies, stationery and gift stores                         | 8,648          | 8,413          | 205,242,361            | 205,765,568            | 470                          | 2.9                             |
| 4533  | Used merchandise stores   | 3,071          | 3,021          | 49,520,209             | 51,978,871             | 331                          | 1.0                             |
| 4539  | Other miscellaneous store retailers                                 | 5,535          | 5,945          | 99,694,306             | 107,252,348            | 347                          | 2.0                             |
|       | <b>Nonstore Retailers</b>   | <b>5,901</b>   | <b>5,299</b>   | <b>179,119,014</b>     | <b>178,461,526</b>     | <b>648</b>                   | <b>1.8</b>                      |
| 4541  | Electronic shopping & mail-order houses                             | 1,689          | 963            | 41,711,002             | 28,753,980             | 574                          | 0.3                             |
| 4542  | Vending machine operators   | 883            | 1,069          | 21,814,206             | 23,805,050             | 428                          | 0.4                             |
| 4543  | Direct selling establishments                                       | 3,329          | 3,267          | 115,593,806            | 125,902,496            | 741                          | 1.1                             |
|       | <b>Nondistributable</b>   | <b>2,209</b>   | <b>1,368</b>   | <b>103,233,664</b>     | <b>76,072,550</b>      | <b>1,069</b>                 | <b>0.5</b>                      |

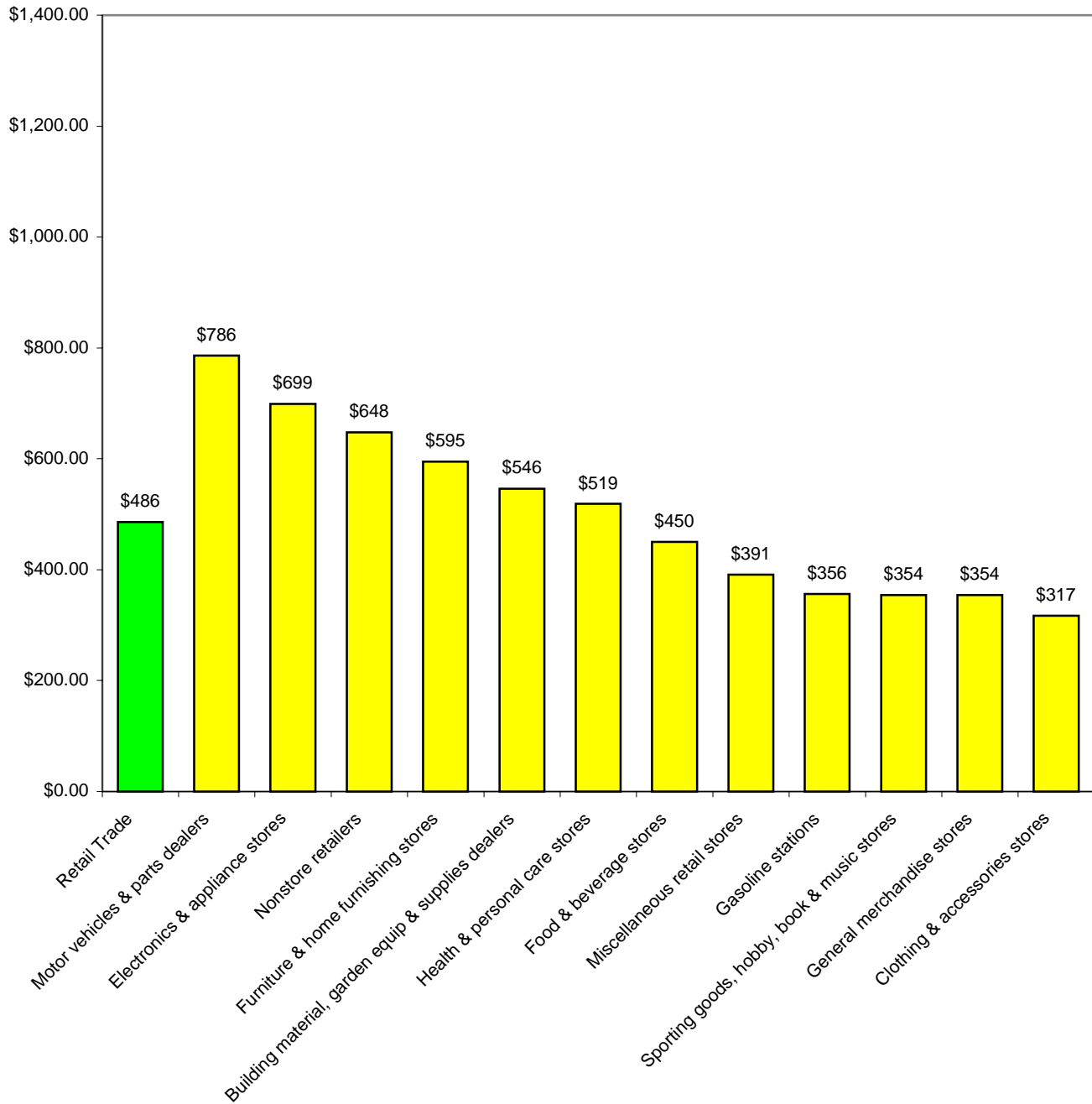
- Performance in the Retail Trade Cluster has been relatively muted over the past few years. The economic slowdown during the 2001-2003 period, as might be expected, curtailed growth among consumer-sensitive industries. Growth in retail trade was limited to less than 1% through 2003, yielding a net gain of 1,330 jobs in the cluster.
- Among the detailed cluster industries, building material and supplies dealers - a feeder industry for construction activity - turned in the best performance, adding about 2,765 jobs through 2003. Noteworthy gains were also reported among automobile dealers - an industry which drew customers by offering low interest financing and other monetary incentives. In building material and supplies dealers, the largest gains were reported in the Mid-Maryland Area. Among automobile dealers, employers in the Montgomery Workforce Area showed the greatest expansion.

\* Includes establishments in the Retail Trade Cluster NAICS industries that cannot be distributed geographically.

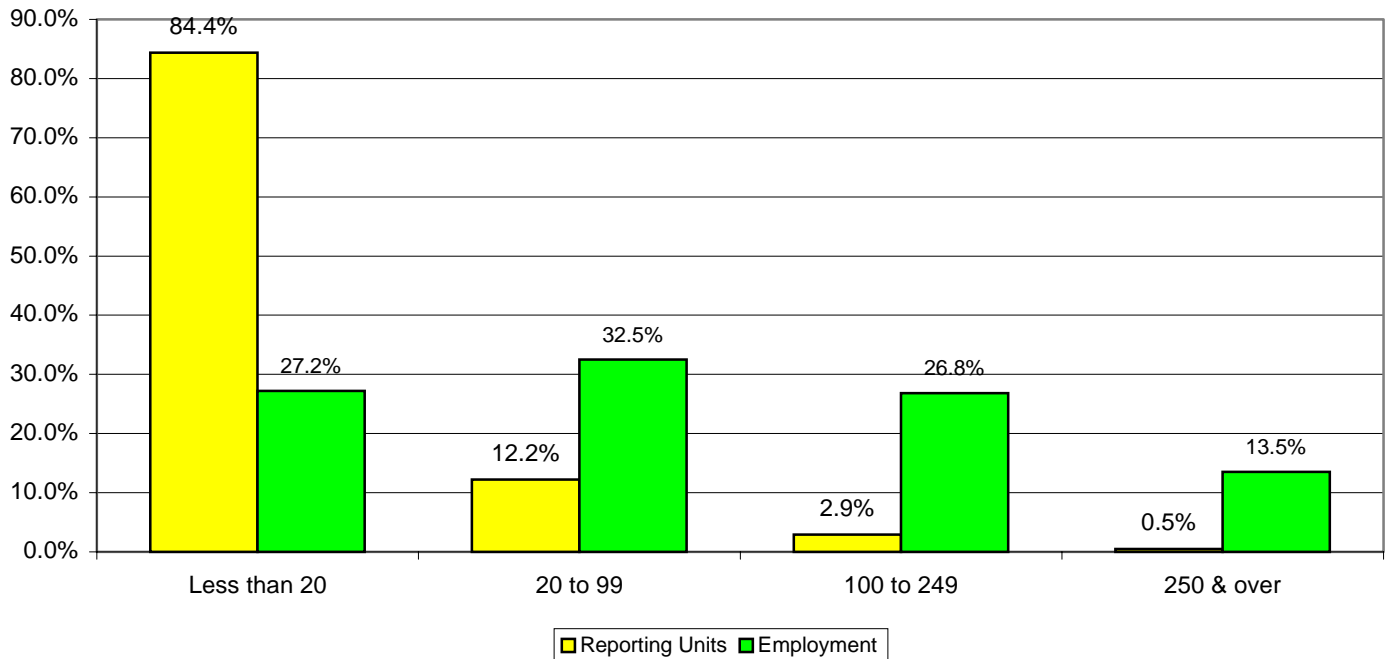
**Maryland Employment in the Retail Trade Cluster Industries - 2001 - 2003**



**Maryland**  
**Average Weekly Wage in Retail Trade Cluster Industries - 2003**



**Reporting Units and Employment Concentration in the Retail Trade Cluster by Size Class  
Based on 4th Quarter 2003 Average Employment**



|                      | Reporting Units |          |            |            | Employment   |          |            |            |
|----------------------|-----------------|----------|------------|------------|--------------|----------|------------|------------|
|                      | Less than 20    | 20 to 99 | 100 to 249 | 250 & over | Less than 20 | 20 to 99 | 100 to 249 | 250 & over |
|                      |                 |          |            |            |              |          |            |            |
| Retail Trade Cluster | 14,935          | 2,167    | 512        | 93         | 77,103       | 92,097   | 75,833     | 38,404     |
| Percent of Total     | 84.4%           | 12.2%    | 2.9%       | 0.5%       | 27.2%        | 32.5%    | 26.8%      | 13.5%      |

- Close to 85% of all businesses in the Retail Trade cluster are staffed by less than twenty workers. Among the detailed industries in the cluster, the highest density of small businesses are found in gasoline stations. Nearly 93% of all businesses in this industry fall within this size class--a stratification where nearly three-fourths of the industry's total jobs are centered.
- Less than 1% of all businesses in the cluster are classified as large employers (250 or more workers). Department stores account for nearly 50% of all the cluster's large employers. About 4 out of every 10 jobs in this size class are within department stores.

\* Includes establishments in all Retail Trade NAICS industries that cannot be distributed geographically.

**Maryland**  
**Occupations Typically Associated with the Retail Trade Cluster**

| Occupation   | Annual Openings |                |         | Training Code | Median Hrly/Annual Wage |
|--|-----------------|----------------|---------|---------------|-------------------------|
|  | Growth *        | Replacements * | Total * |               |                         |
| Retail Salespersons                                      | 970             | 2,820          | 3,790   | 11            | \$8.75                  |
| Cashiers   | 955             | 3,045          | 4,000   | 11            | 8.50                    |
| Stock Clerks and Order Fillers                           | 0               | 1,230          | 1,230   | 11            | 10.00                   |
| First Line Supervisors/Mgrs. Of Retail Sales Workers     | 415             | 635            | 1,050   | 8             | 16.00                   |
| Laborers and Freight, Stock and Material Movers, Hand    | 175             | 1,280          | 1,455   | 11            | 10.50                   |
| General and Operations Managers                          | 1,420           | 1,230          | 2,650   | 4             | 35.50                   |
| Truck Drivers, Heavy                                     | 325             | 390            | 715     | 10            | 17.00                   |
| Truck Drivers, Light or Delivery Services                | 480             | 190            | 670     | 11            | 13.25                   |
| Automotive Service Technicians and Mechanics             | 195             | 455            | 650     | 7             | 17.25                   |
| Customer Service Representatives                         | 735             | 485            | 1,220   | 10            | 14.00                   |
| Office Clerks, General                                   | 695             | 1,165          | 1,860   | 11            | 12.50                   |
| Shipping, Receiving and Traffic Clerks                   | 15              | 210            | 225     | 11            | 12.75                   |
| Bookkeeping, Accounting and Auditing Clerks              | 150             | 550            | 700     | 10            | 14.75                   |
| Industrial Truck and Tractor Operators                   | 120             | 175            | 295     | 11            | 13.75                   |
| First Line Sups./Mgrs. Of Office/Admin. Support Workers  | 290             | 620            | 910     | 8             | 14.00                   |
| Counter and Rental Clerks                                | 205             | 335            | 540     | 11            | 10.00                   |
| Parts Salespersons                                       | 0               | 110            | 110     | 10            | 13.75                   |
| Secretaries, exc. Legal, Medical and Executive           | 230             | 835            | 1,065   | 10            | 13.75                   |
| Sales Managers   | 280             | 155            | 435     | 4             | 36.50                   |
| Pharmacy Technicians                                     | 100             | 50             | 150     | 10            | 12.00                   |
| Janitors and Cleaners                                    | 1,165           | 745            | 1,910   | 11            | 8.75                    |
| Butchers and Meat Cutters                                | 0               | 60             | 60      | 9             | 15.00                   |
| First Line Sups./Mgrs. Of Mechs., Installers & Repairers | 140             | 205            | 345     | 8             | 23.50                   |
| Cleaners of Vehicles and Equipment                       | 60              | 190            | 250     | 11            | 8.50                    |
| Pharmacists  | 115             | 85             | 200     | 1             | 39.50                   |
| Order Clerks   | 0               | 75             | 75      | 11            | 14.00                   |
| Wholesale and Retail Buyers                              | 15              | 65             | 80      | 8             | 20.50                   |
| Computer Support Specialists                             | 315             | 135            | 450     | 6             | 21.50                   |
| Financial Managers                                       | 295             | 210            | 505     | 4             | 34.50                   |
| Billing and Posting Clerks                               | 70              | 125            | 195     | 10            | 14.50                   |
| Tire Repairers and Changers                              | 10              | 60             | 70      | 11            | 10.75                   |
| Floral Designers   | 15              | 25             | 40      | 10            | 10.75                   |

Note: Occupations are ranked according to their concentration in the Retail Trade Cluster industries

\*Estimates for Annual Openings, representing economy-wide demand for 2002-2012, are rounded to the nearest 5

Wages adjusted to reflect inflationary pressures through September 2004.



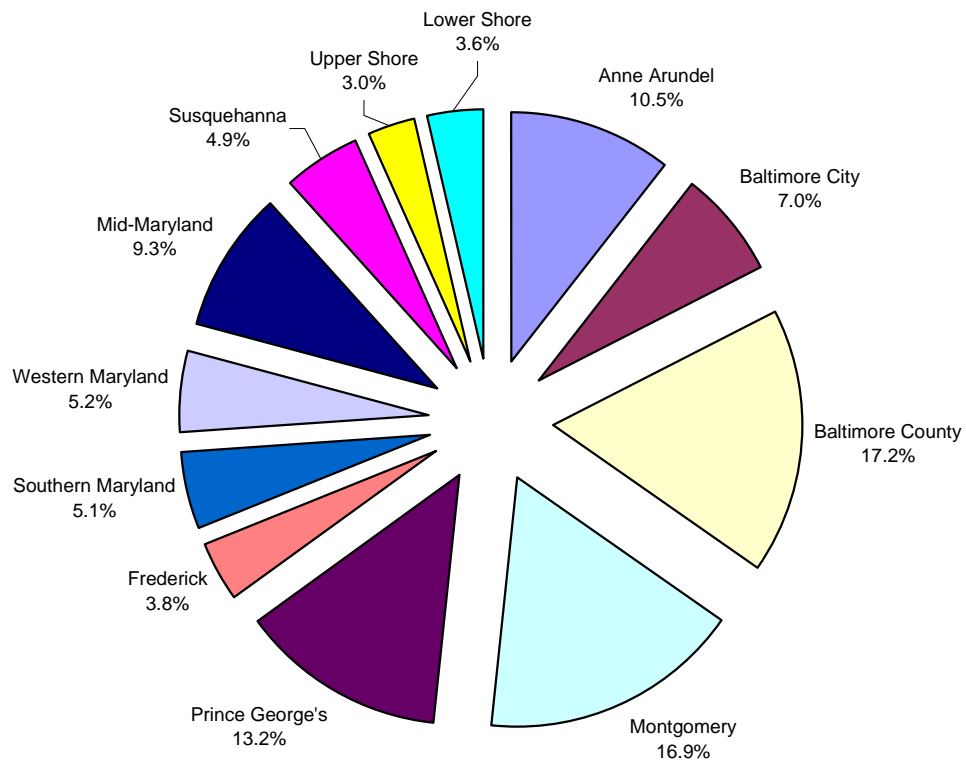
## Education and Training Categories

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Occupations are classified into 1 of 11 categories by the Bureau of Labor Statistics based on analyses of the occupation's usual education and training requirements conducted while developing information to present in the *Occupational Outlook Handbook*. The 11 classifications are as follows:

- 1**     **First professional degree.** Completion of the academic program usually requires at least 6 years of full-time equivalent academic study, including college study prior to entering the professional degree program.
- 2**     **Doctoral degree.** Completion of the degree program usually requires at least 3 years of full-time equivalent academic work beyond the bachelor's degree.
- 3**     **Master's degree.** Completion of the degree program usually requires 1 or 2 years of full-time equivalent study beyond the bachelor's degree.
- 4**     **Bachelor's or higher degree, plus work experience.** Most occupations in this category are managerial occupations that require experience in a related nonmanagerial position.
- 5**     **Bachelor's degree.** Completion of the degree program generally requires at least 4 years but not more than 5 years of full-time equivalent academic work.
- 6**     **Associate degree.** Completion of the degree program usually requires at least 2 years of full-time equivalent academic study.
- 7**     **Postsecondary vocational award.** Some programs last only a few weeks while others may last more than a year. In some occupations, a license is needed that requires passing an examination after completion of the training.
- 8**     **Work experience in a related occupation.** Some occupations requiring work experience are supervisory or managerial occupations.
- 9**     **Long-term on-the-job training.** This category includes occupations that generally require more than 12 months of on-the-job training or combined work experience and formal classroom instruction for workers to develop the skills needed for average job performance. This category includes formal and informal apprenticeships that may last up to 4 years and short-term intensive employer-sponsored training that workers must successfully complete. Individuals undergoing training are generally considered to be employed in the occupation. This category includes occupations in which workers may gain experience in non-work activities, such as professional athletes who gain experience through participation in athletic programs in academic institutions.
- 10**    **Moderate-term on-the-job training.** This category includes occupations in which workers can develop the skills needed for average job performance after 1 to 12 months of combined on-the-job experience and informal training.
- 11**    **Short-term on-the-job training.** This category covers occupations in which workers can develop the skills needed for average job performance after a short demonstration or up to one month of on-the-job experience or instruction.

**Retail Trade Cluster - 2003**

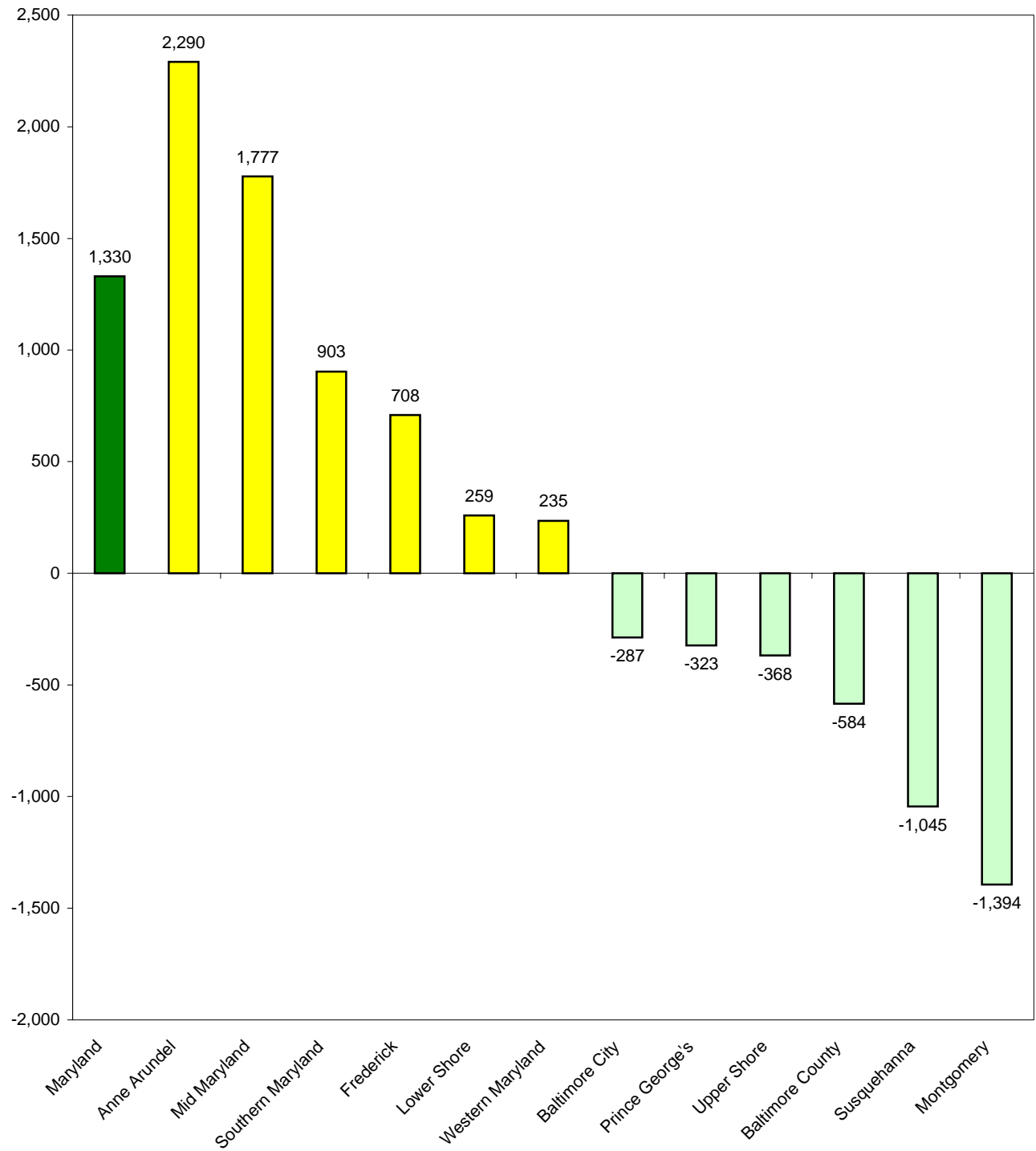


**Employment and Wages in the Retail Trade Cluster  
By WIA and Select Local Jurisdictions**

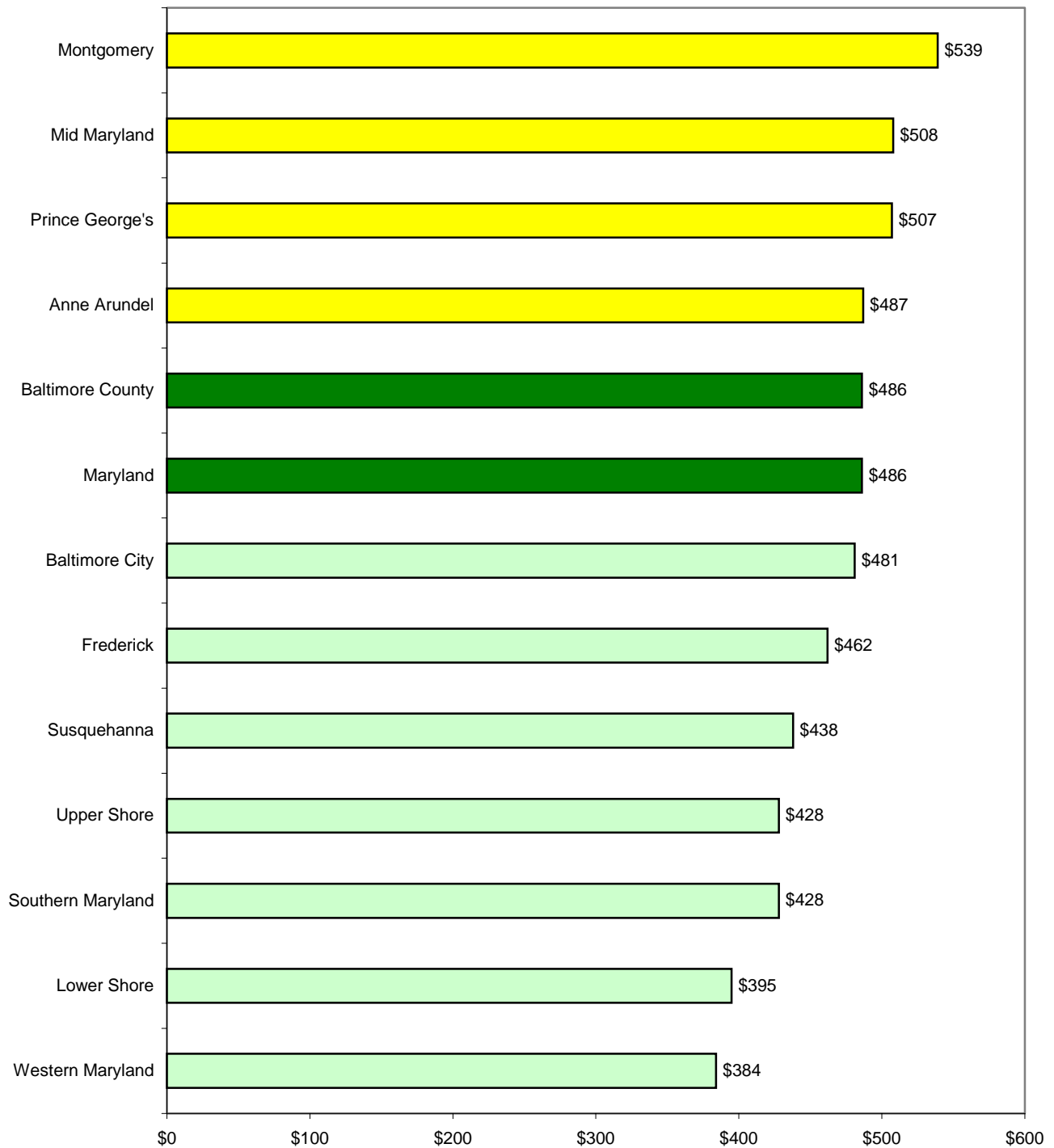
| WIA                      | Employment     |               |                | Employment<br>Change<br>2001 - 2003 | Number of<br>Reporting Units<br>2003 | Total<br>Wages<br>2003 | Average Weekly<br>Wage<br>2003 |
|--------------------------|----------------|---------------|----------------|-------------------------------------|--------------------------------------|------------------------|--------------------------------|
|                          | 2001           | 2002          | 2003           |                                     |                                      |                        |                                |
| <b>Anne Arundel</b>      | <b>28,622</b>  | <b>9,202</b>  | <b>30,912</b>  | <b>2,290</b>                        | <b>1,730</b>                         | <b>\$782,980,454</b>   | <b>\$487</b>                   |
| <b>Baltimore City</b>    | <b>20,794</b>  | <b>10,794</b> | <b>20,507</b>  | <b>-287</b>                         | <b>1,899</b>                         | <b>513,254,619</b>     | <b>481</b>                     |
| <b>Baltimore County</b>  | <b>50,940</b>  | <b>5,330</b>  | <b>50,356</b>  | <b>-584</b>                         | <b>2,643</b>                         | <b>1,273,495,141</b>   | <b>486</b>                     |
| <b>Frederick</b>         | <b>10,481</b>  | <b>756</b>    | <b>11,189</b>  | <b>708</b>                          | <b>681</b>                           | <b>268,893,743</b>     | <b>462</b>                     |
| <b>Montgomery</b>        | <b>50,990</b>  | <b>2,553</b>  | <b>49,596</b>  | <b>-1,394</b>                       | <b>2,688</b>                         | <b>1,389,953,114</b>   | <b>539</b>                     |
| <b>Prince George's</b>   | <b>39,080</b>  | <b>10,019</b> | <b>38,757</b>  | <b>-323</b>                         | <b>2,073</b>                         | <b>1,021,437,120</b>   | <b>507</b>                     |
| <b>Lower Shore</b>       | <b>10,318</b>  | <b>1,185</b>  | <b>10,577</b>  | <b>259</b>                          | <b>854</b>                           | <b>217,398,091</b>     | <b>395</b>                     |
| Somerset                 | 567            | 80            | 510            | -57                                 | 61                                   | 10,738,054             | 405                            |
| Wicomico                 | 6,066          | 991           | 6,341          | 275                                 | 399                                  | 131,244,444            | 398                            |
| Worcester                | 3,685          | 114           | 3,726          | 41                                  | 394                                  | 75,415,593             | 389                            |
| <b>Mid Maryland</b>      | <b>25,553</b>  | <b>5,343</b>  | <b>27,330</b>  | <b>1,777</b>                        | <b>1,312</b>                         | <b>721,492,667</b>     | <b>508</b>                     |
| Carroll                  | 6,717          | 1,098         | 7,175          | 458                                 | 510                                  | 154,458,782            | 414                            |
| Howard                   | 18,836         | 4,245         | 20,155         | 1,319                               | 802                                  | 567,033,885            | 541                            |
| <b>Southern Maryland</b> | <b>14,215</b>  | <b>3,104</b>  | <b>15,118</b>  | <b>903</b>                          | <b>924</b>                           | <b>336,237,064</b>     | <b>428</b>                     |
| Calvert                  | 2,382          | 495           | 2,486          | 104                                 | 203                                  | 56,187,092             | 435                            |
| Charles                  | 7,801          | 773           | 8,256          | 455                                 | 454                                  | 191,548,268            | 446                            |
| St Mary's                | 4,032          | 1,836         | 4,376          | 344                                 | 267                                  | 88,501,704             | 389                            |
| <b>Susquehanna</b>       | <b>15,303</b>  | <b>2,513</b>  | <b>14,258</b>  | <b>-1,045</b>                       | <b>948</b>                           | <b>324,812,803</b>     | <b>438</b>                     |
| Cecil                    | 3,544          | 549           | 3,522          | -22                                 | 285                                  | 75,969,511             | 415                            |
| Harford                  | 11,759         | 1,964         | 10,736         | -1,023                              | 663                                  | 248,843,292            | 446                            |
| <b>Upper Shore</b>       | <b>8,738</b>   | <b>1,198</b>  | <b>8,370</b>   | <b>-368</b>                         | <b>782</b>                           | <b>186,210,776</b>     | <b>428</b>                     |
| Caroline                 | 1,793          | 398           | 1,450          | -343                                | 107                                  | 36,607,668             | 486                            |
| Dorchester               | 1,106          | 406           | 1,053          | -53                                 | 114                                  | 20,155,283             | 368                            |
| Kent                     | 804            | 62            | 756            | -48                                 | 101                                  | 14,812,666             | 377                            |
| Queen Anne's             | 2,202          | 173           | 2,264          | 62                                  | 206                                  | 48,715,527             | 414                            |
| Talbot                   | 2,833          | 159           | 2,847          | 14                                  | 254                                  | 65,919,632             | 445                            |
| <b>Western Maryland</b>  | <b>14,911</b>  | <b>2,936</b>  | <b>15,146</b>  | <b>235</b>                          | <b>1,049</b>                         | <b>302,535,355</b>     | <b>384</b>                     |
| Allegany                 | 4,022          | 459           | 3,693          | -329                                | 308                                  | 64,823,708             | 338                            |
| Garrett                  | 1,747          | 366           | 1,758          | 11                                  | 143                                  | 31,494,795             | 345                            |
| Washington               | 9,142          | 2,111         | 9,695          | 553                                 | 598                                  | 206,216,852            | 409                            |
| <b>Nondistributable*</b> | <b>2,209</b>   | <b>925</b>    | <b>1,368</b>   | <b>-841</b>                         | <b>418</b>                           | <b>76,072,550</b>      | <b>1069</b>                    |
| <b>Maryland</b>          | <b>292,154</b> | <b>55,858</b> | <b>293,484</b> | <b>1,330</b>                        | <b>18,001</b>                        | <b>7,414,773,497</b>   | <b>486</b>                     |

\* Includes establishments in all Retail Trade Cluster NAICS industries that cannot be distributed geographically

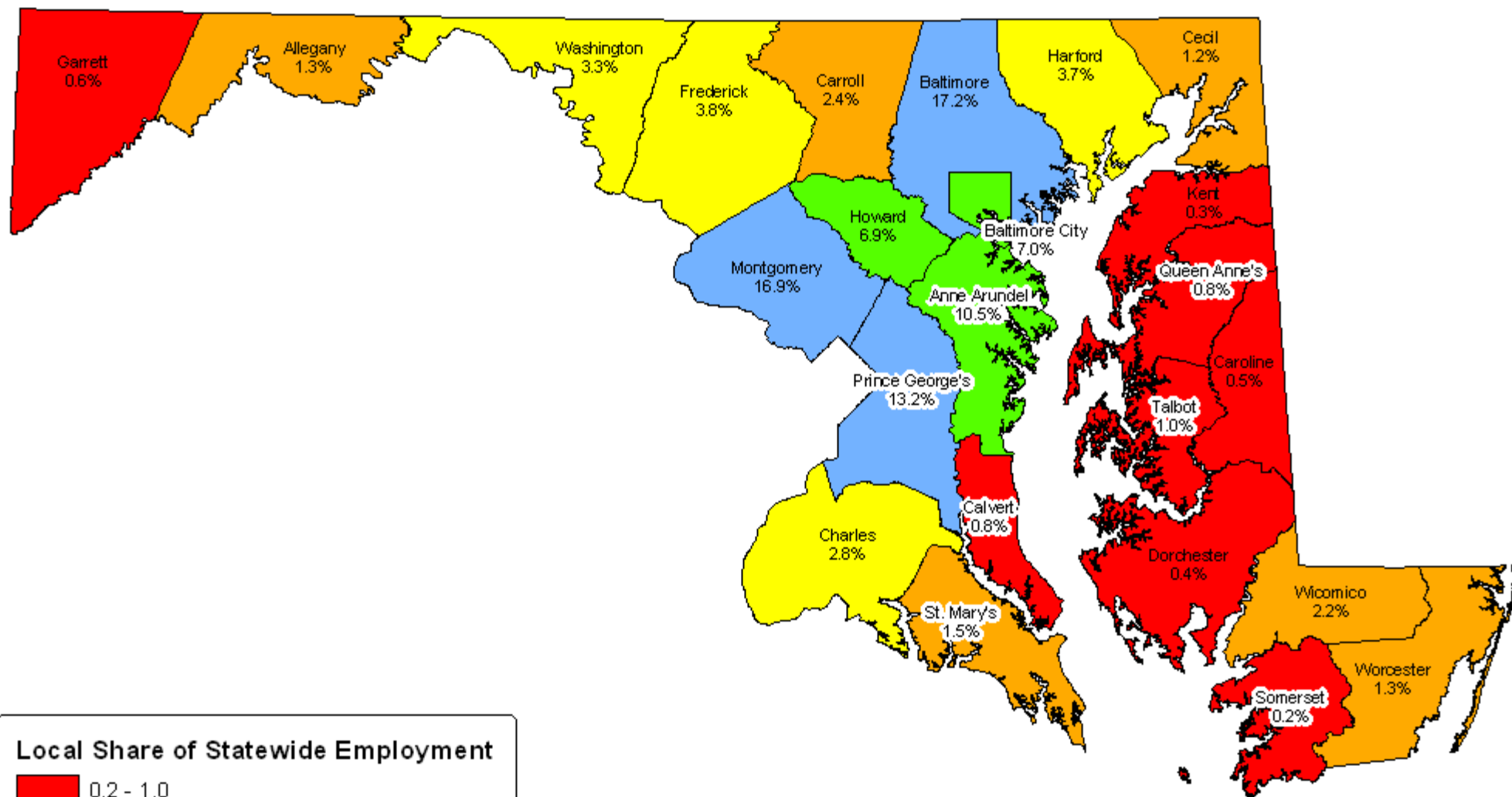
# Employment Changes in the Retail Trade Cluster by WIA 2001 - 2003



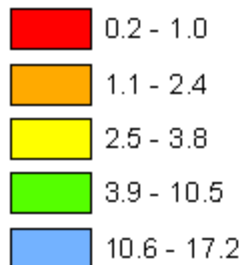
**Average Weekly Wage in the Retail Trade Cluster by WIA - 2003**



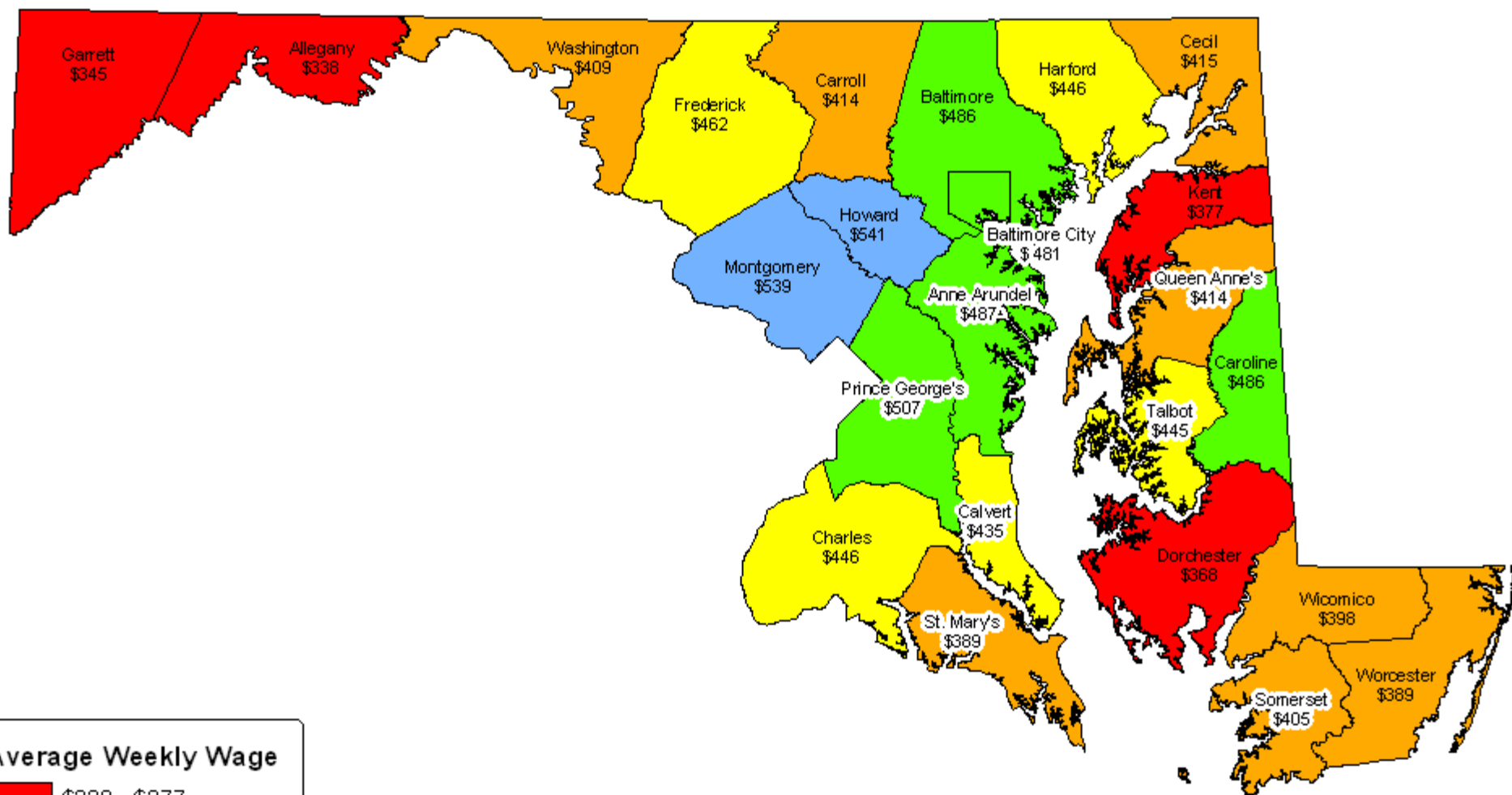
## Local Share of Statewide Employment in the Retail Trade Cluster 2003



### Local Share of Statewide Employment



## Average Weekly Wage in the Retail Trade Cluster by Local Jurisdictions 2003



### Average Weekly Wage

